

# CITY OF FORT LAUDERDALE

## REQUEST FOR QUALIFICATIONS RFP #300-8287

PROVIDER OF BROADBAND INTERNET ACCESS  
**PROPOSAL DUE DATE: MARCH 1<sup>ST</sup>, 2000**



Issued for the City of Fort Lauderdale  
By the Administrative Services Department, Purchasing Division

Purchasing Manager, Kirk W. Buffington, MBA, C.P.M.

**CITY OF FORT LAUDERDALE, FLORIDA  
TELECOMMUNICATIONS MANAGEMENT SECTION**

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**REQUEST FOR QUALIFICATIONS  
For a  
PROVIDER  
Of  
BROADBAND INTERNET ACCESS,  
And preferably, also  
COMPETITIVE VOICE, VIDEO & DATA SERVICES  
IN FORT LAUDERDALE, FLORIDA**

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**Responses due no later than: 2:00 p.m., Wednesday, March 1, 2000**

**Address all responses to:**

**City of Fort Lauderdale  
Broadband RFQ Review Committee  
c/o**

**Kirk Buffington, C.P.M.  
Purchasing Director  
100 North Andrews Avenue, #619  
Fort Lauderdale, FL 33301**

**INVITATION TO SUBMIT QUALIFICATIONS**

Due to repeated calls from citizens and government leaders for true competition for cable TV and for alternative means of high speed, broadband Internet access, with this Request for Qualifications (RFQ), the City of Fort Lauderdale (City) seeks to review the qualifications of businesses, corporations, firms or other legal entities to provide competitive telecommunications services (including broadband Internet access) to the citizens and businesses of Fort Lauderdale. After reviewing such qualifications and entering into discussions with one or more qualified providers, the City specifically seeks firms who will make available to Fort Lauderdale citizens and businesses:

- ❑ Broadband Internet access services utilizing a technical platform capable of providing direct broadband Internet access at competitive rates;

and who will also preferably offer:

- ❑ An attractive package of competitive telecommunications services, on a bundled or unbundled basis, including state-of-the-art voice (local and long distance telephony), video (such as teleconferencing and video programming comparable to cable TV) and data services

The City also seeks:

- The wide-scale deployment in Fort Lauderdale in a timely manner of such a network designed to provide such services to as great a portion of the City as may be technically and economically feasible.

It is the intention of the City to review the qualifications of respondents to this RFQ, and to select one or more respondents to enter into discussions with the City. The purpose of these discussions would be toward developing and entering into appropriate franchise or other right-of-way use agreements to provide such services on as wide a scale as possible in all or such portions of the City as may be technically and economically feasible. In reviewing responses to this RFQ, **the City will also entertain public-private partnership or other proposals, which might involve the City more directly in the provision of such services to City residents and businesses.** This could be accomplished by utilizing existing City-owned or managed utility infrastructure, or utilizing existing or planned City telecommunications resources and capabilities, or by other means, to the extent authorized by law.

## **PROJECT INFORMATION AND DESCRIPTION**

a. Rapid developments in technology and the communications marketplace have hastened the growth of, and demand for residential access to high-speed or "broadband" Internet services, as well as other competitive telecommunications services, such as local and long distance telephony, video, and data. The City of Fort Lauderdale is proud to be home to an educated citizenry, robust business climate, growing home-based business community, and a high degree of computer penetration. Although low-speed "dial-up" access to the Internet is widely available using traditional telephone lines, high-speed "broadband" is limited in its availability.

b. Specifically, the availability of the two primary means of broadband access to the Internet has been hindered in Fort Lauderdale by the limited availability of Digital Subscriber Line (or "DSL") service (available to approximately only half of the households in the City), and by the lack of high-speed Internet access via cable modem in Fort Lauderdale. As a result, Fort Lauderdale users presently have only limited access to DSL Internet service, and there exists no planned access to high-speed cable modem Internet services.

c. Citizens and City government leaders have repeatedly called for competition for cable TV and high-speed, broadband Internet access.

d. The City strongly believes in vigorous, but fair competition in the telecommunications marketplace, and seeks to review the qualifications of firms or entities that share this belief, and further share the City's belief that a substantial business opportunity exists for the provision of high-speed Internet access and competitive telecommunications services for Fort Lauderdale.

Attached to this RFQ, the City is providing additional background information to all potential respondents, including demographic, physical, and economic data on the

City of Fort Lauderdale and its positive Internet and telecommunications business environment (see Exhibit A).

## **RFQ PROCESS OVERVIEW**

As directed by the City Commission, a Broadband RFQ Review Team has been assembled to review responses to this RFQ. Following evaluation of RFQ responses, a meeting will be scheduled between the Team and one or more RFQ respondents deemed technically, legally, and financially capable of deploying residential broadband Internet access and competitive telecommunications services to all or a portion of the City. Following such meeting(s) and the exchange of further information, the City may enter into negotiations with one or more respondents with a view toward developing and entering into appropriate franchise or other right of way use agreements to provide such services

## **APPLICATION INSTRUCTIONS AND INFORMATION**

### **a. DATE AND PLACE FOR SUBMISSION OF QUALIFICATIONS**

Each Respondent shall submit an original and twelve (12) copies of its Qualifications to provide the services described in this RFQ in a sealed envelope to: City of Fort Lauderdale Broadband RFQ Review c/o Kirk Buffington, Purchasing Director, City of Fort Lauderdale, 100 North Andrews Avenue, #619, Fort Lauderdale, FL 33301, no later than 2:00 PM on Wednesday, March 1, 2000.

### **b. EVALUATION AND INTERVIEW**

RFQ responses will be evaluated by a Broadband RFQ Review Team. The Broadband RFQ Review Team expects to interview selected respondents who are judged to be legally, technically, and financially capable of providing the requested services to Fort Lauderdale residents. All respondents may not be interviewed; only those Respondents selected by the Broadband RFQ Review Team will be interviewed.

### **c. CLARIFICATION OF THE RFQ**

Any Respondent requiring clarification of the RFQ may address questions to:

Broadband RFQ Review Committee

C/o

Mark D. Pallans, Telecommunications Manager

City of Fort Lauderdale

100 North Andrews Avenue

Fort Lauderdale, FL 33301

Phone: (954) 761-5790

Facsimile: (954) 761-5957

Email: [markp@ci.ftlaud.fl.us](mailto:markp@ci.ftlaud.fl.us)

All clarifications, if made, will be in writing and will be provided to all respondents. If deemed necessary, an Addendum to the RFQ may be delivered to all individuals, firms and corporations having received the RFQ. The Addendum shall have the same binding effect as the remainder of the RFQ. However, no other instructions given to Respondents by City staff shall bind the City.

#### **d. REJECTION OF RESPONSES**

The City reserves the right to reject any or all responses to the RFQ.

#### **e. COST OF PREPARATION OF PROPOSAL**

Costs incurred by any Respondents in the preparation of the response to this RFQ are the Respondent's responsibility, and will not be reimbursed by the City.

#### **f. RULES AND PROPOSALS**

The signatory of the response to RFQ must declare that the only person(s), company or parties interested in the proposal as principals are named therein; that the proposal is made without collusion with any other person(s), company or parties submitting a proposal; that it is in all respects fair and good faith, without collusion or fraud; and that the signatory of the proposal has full authority to bind the principal proposer.

#### **g. PUBLIC RECORDS**

Florida law provides that municipal records shall at all times be open for personal inspection by any person. Chapter 119, Florida Statutes, the public records law. Information and materials received by the City in connection with this RFQ response shall be deemed to be public records, subject to inspection upon award, recommendation for award, or ten days after bid opening, whichever occurs first. However, certain exemptions to the public records law are statutorily provided for in Chapter 119.07, Florida Statutes. If the proposer believes that any of the information contained in his or her response is exempt from the public records law, then the proposer, must in his or her response, specifically identify the material which is deemed to be exempt and cite the legal authority for the exemption, otherwise the City will treat all materials received as public records.

#### **h. PROHIBITION OF INTEREST**

No contract will be awarded to a bidding firm that has City elected officials, officers or employees affiliated with it, unless the bidding firm has fully complied with the Florida State statutes and City Ordinances relating to this issue. Bidders must disclose any such affiliation. Failure to disclose any such affiliation will result in disqualification of the bidder, removal of the bidder from the City's bidder lists, and prohibition from engaging in any business with the City.

## **i. RFQ SCHEDULE**

Release RFP	01/24/00
Last Date for Receipt of Questions of a Material Nature	02/11/00
Addendum Release (If required)	02/14/00
<b>PROPOSAL DUE (Prior to 2:00 PM)</b>	<b>03/01/00</b>

## **MINIMUM INFORMATION REQUIRED FROM RESPONDENTS**

**Use the enclosed RFQ Response Form for the following:**

### **a. IDENTIFICATION OF THE RESPONDENT**

Provide the Respondent's legal name and address, state of incorporation and the name, address, title, telephone number, fax number, and email address of the person who may be contacted regarding the Respondent's qualifications.

### **b. GENERAL EXPERIENCE**

Qualifications submitted must demonstrate the knowledge, experience and capability that will enable the Respondent to provide all or a portion of the services summarized in the project description.

Where relevant, key individuals or entities that may be involved in providing or developing such services in Fort Lauderdale should be identified or listed. If subcontractors will be utilized, provide the same knowledge, experience and capability information for each subcontractor.

If necessary or appropriate, Respondents are invited to describe potential public-private partnerships or other proposals which might involve the City more directly in the provision of such services to City residents, whether through utilizing existing City-owned or managed utility infrastructure, or utilizing existing or planned City telecommunications resources and capabilities, to the extent authorized by law, or by other means. In such instances, Respondents should describe their experience and qualifications to participate in such partnerships or proposals.

### **c. REFERENCES**

Please provide at least three references that may be contacted for verification of Respondent's experience and qualifications. Identify other systems built and/or operated by Respondent, and contact information for such systems, as available. Provide resumes for all principals and for proposed key personnel.

#### **d. RATE and SERVICE STRUCTURE**

Where appropriate and available, please provide examples or detail of rate and service structures that might be incorporated into the offering of Respondent services in Fort Lauderdale. Provide examples of rate and service structures offered by Respondent in other markets.

### **6. EVALUATION AND INTERVIEW PROCESS**

#### **a. EVALUATION OF RESPONDENTS**

The Broadband RFQ Review Committee will evaluate all Qualifications received from Respondents. The Committee will either meet with or conduct a conference telephone call with successful Respondents deemed to have the legal, financial, or technical capabilities to offer some or all of the services contemplated in this RFQ. Not all Respondents will be interviewed: only those Respondents selected by the Broadband RFQ Review Committee will be interviewed. The City reserves the right to cancel without notice further proceedings in this RFQ process at any time in the City's discretion.

#### **b. SELECTION OF RESPONDENTS FOR INTERVIEW**

The Broadband RFQ Review Committee, before determining whether to interview a Respondent, reserves the right to perform such additional investigation as it considers necessary to obtain full information on the Respondents being considered.

The City also reserves the right to:

1. Request clarification or additional information from any Respondent(s) at any time.
2. Waive immaterial defects or minor irregularities in responses.
3. Modify, remove, or add requirements to the RFQ and to suspend or reopen the RFQ process.
4. Separate services and service delivery areas in the City, and contract with different Respondents to provide different services to City residents, on a nondiscriminatory basis.
5. Reject any or all responses and terminate the RFQ.

Final selection of Respondents for interview is solely within the discretion of the City.

Respondents selected for interview will be required to provide a complete, audited financial statement.



## EXHIBIT A

### "FORT LAUDERDALE, FLORIDA OVERVIEW"

#### OVERVIEW

The City of Fort Lauderdale is located on the Southeast coast of Florida and has approximately 150,000 residents. Covering an area of thirty-four square miles, with seven miles of beach along the Atlantic Ocean and eighty-five miles of navigable waterways, the City holds the title *Venice of America*. Tourism is the number one industry in the City, with over 6 million tourists annually enjoying greater Fort Lauderdale's tropical climate, natural beauty, and world-class attractions. The marine industry, serving boating enthusiasts and marine businesses, is the City's second largest industry.

#### ECONOMY

Fort Lauderdale is the largest city in Broward County, and serves as the business, financial and governmental hub for the county. Its favorable tax structures and pro-active government make it an attractive location for corporate offices.

With convenient, efficient transportation and communication resources, Fort Lauderdale is becoming an international business hub with expanding global opportunities in the Americas, Europe and the Pacific Rim. A diverse labor pool, excellent quality of life and progressive city government make Fort Lauderdale a premier location for businesses to succeed.

#### DEMOGRAPHICS

Population	150,150
Median Age	37.3
Average Household Size	2.14
Median Family Income	\$34,010
Average Household Income	\$48,292

*Source: 1990 U.S. Census. Population is estimated based on 1996 University of Florida Statistical Abstract.*

The tremendous accomplishments Fort Lauderdale has achieved during the past decade to expand economic development, revitalize its image, strengthen community and enhance quality of life were affirmed in 1996 when *Money* magazine awarded the City with its highest honor, naming Fort Lauderdale the "Best Big City to Live in America."

The *New York Times* reported, "Fort Lauderdale has been reinvented as a sophisticated community with year-round vitality." This vitality and all its components make Fort Lauderdale an excellent location for business and residential growth.

## RFQ RESPONSE FORM

### A. Respondent Information

**COMPANY LEGAL NAME**

## COMPANY ADDRESS

## STATE OF INCORPORATION

## CONTACT PERSON

**TITLE**

**PHONE NUMBER**

**FAX NUMBER**

### E-MAIL ADDRESS

**B. Services that must be provided ( check all applicable boxes )**

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 - DSL

 - Cable Modem

 - Other

**C. Services that may be provided ( check all applicable boxes )**

**Intended method of service delivery** (check all applicable boxes)

#### **D. Key Personnel**

On a separate page describe each of your key personnel using the following format.

**Name:**  
**Title:**  
**Function:**  
**Background:**

#### **E. General Experience**

On a separate page entitled "General Experience" briefly describe your company's experience in each of the categories checked in Section B and C above.

#### **F. References**

Using a separate page for each reference, provide the following information for at least three references for each of the categories checked in Section B above.

Reference Community  
Population  
Type of Service Provided  
Number of subscribers/users  
Year service started  
Contact person name, title, address, phone number  
Description of service including infrastructure, subscriber hardware and implementation time.  
Subscriber costs

#### **G. Proposed Plan for Fort Lauderdale**

On a separate page describe, in as much detail as possible, the concept you envision for deployment of your services in the City of Fort Lauderdale. Include a list of services, estimates of buildout time and necessary participation, if any, by the City.

**H. Declaration:** [The only person(s), company or parties interested in this proposal as principals are named herein; the proposal is made without collusion with any other person(s), company or parties submitting a proposal; that it is in all respects fair and good faith, without collusion or fraud; and that the signatory of the proposal has full authority to bind the principal proposer.]

Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_